



Learning from the Past – Building for the Future

52nd ANNUAL CONVENTION - September 29-30, 2021

Hard Rock Hotel & Casino, Atlantic City

NJWMA is all about building business relationships, sharing insights and protecting our industry from rogue movers...PLEASE JOIN US!

MOVER REGISTRATION	Total
Full Convention: September 29-30 # people @ \$320.00 each (includes all meals)	\$
Seminars Only: September 30 # people @ \$170.00 each (includes breakfast & lunch)	\$
Thursday All Day/Night: September 30 # people @ \$285.00 each (includes breakfast, lunch & dinner)	\$
Banquet Dinner Only: September 30 # people @ \$165.00 each	\$
Non-Mover members please add \$65.00	\$
Stage Box Sponsor: \$50 ea. There will be a separate drawing for those that participate in this sponsorship.	\$
Convention Program Advertisement: <input type="checkbox"/> Full page \$400 <input type="checkbox"/> 1/2 page \$200	\$
Total Amount Due	\$

Company:

Names of all attendees:

Tel:

Email:

- ◆ Finance for Movers
- ◆ New Jersey Legislative Update
- ◆ The Future of Our Industry
- ◆ Legislative Industry Update
- ◆ COD Virtual Selling Best Practices
- ◆ Networking, Networking and more Networking!



Hard Rock Hotel & Casino, 1000 Boardwalk, Atlantic City, NJ 08401

Hotel reservations: \$89 room rate (Mon-Thurs only + fees & taxes) cutoff date for reservations is 9/1/21.



MAKING RESERVATIONS...

A dedicated website is now available for all attendees to book their hotel rooms online. Reservations can be made starting now at this web address: [NJWMA Convention, Hard Rock Hotel Room Reservations!](#)

All individuals attending the meeting and/or partaking of the group meals are required to register and pay the registration fee. No refunds unless notified one week in advance.

PRELIMINARY AGENDA

NJWMA 52nd Annual Convention 2021...Learning from the Past - Building for the Future
All Functions both days, Hard Rock Hotel & Casino; Seminole Ballroom, 2nd floor

Wednesday, September 29

9:20am Golf at Seaview Golf Club, Galloway, register at: Robert Kandetzke, rkandetzke@simonikallied.com

7pm to 9pm: Vendor Reception
Cocktail hours with appetizers. Dress, Theme: Party in Paradise
9pm to ???: Let's network at the Lobby Bar on the ground floor.



Thursday, September 30

8:00am - 9:00am: Breakfast and visit with vendors
9:00am - 9:20am: Opening remarks, Tom Kilduff, Bob Russo and Tracy Denora
9:20am - 9:30am: Harvey Mishkin, Association Member Trust

9:30 am-10:30am: Tracy Bech, Good Path Consulting
Topic: Finance for Movers: "The Importance of Finding Out What Your Numbers Really Mean"

10:00-10:45am: Visit with Vendors

11:15am – 11:45am: Tony Russo, President, Commerce & Industry Association of NJ (CIANJ)
Topic: NJ Legislative Update

11:45am – 12:30pm: Chuck White, President of International Association of Movers (IAM)
Topic: The Future of Our Industry



12:30pm – 1:00pm Lunch, Slate of Nominations, Scholarship & Bill Moynihan awards.
Move for Hunger annual Update

1:30pm – 2:00pm: Visit with Vendors

2:00pm - 2:15pm Katie McMichael; Director of ATA Moving & Storage Conference
Topic: Legislative Industry Update

2:15pm – 3:15pm Paul Gregory, VP of Sales, National Van Lines
Topic: COD Virtual Selling Best Practices; "Focusing on Today's Virtual World of Sales.
When? Why? How?"

6:30pm President's Reception; Dress: Business Attire

7:00pm Banquet Dinner

7:45pm Entertainment: John Pizzi, Ventriloquist

8:30pm Award presentations

